



## Zoom in 2004 – Zoom out 2005

# Key Market Developments & Prospects



## What we will discuss:

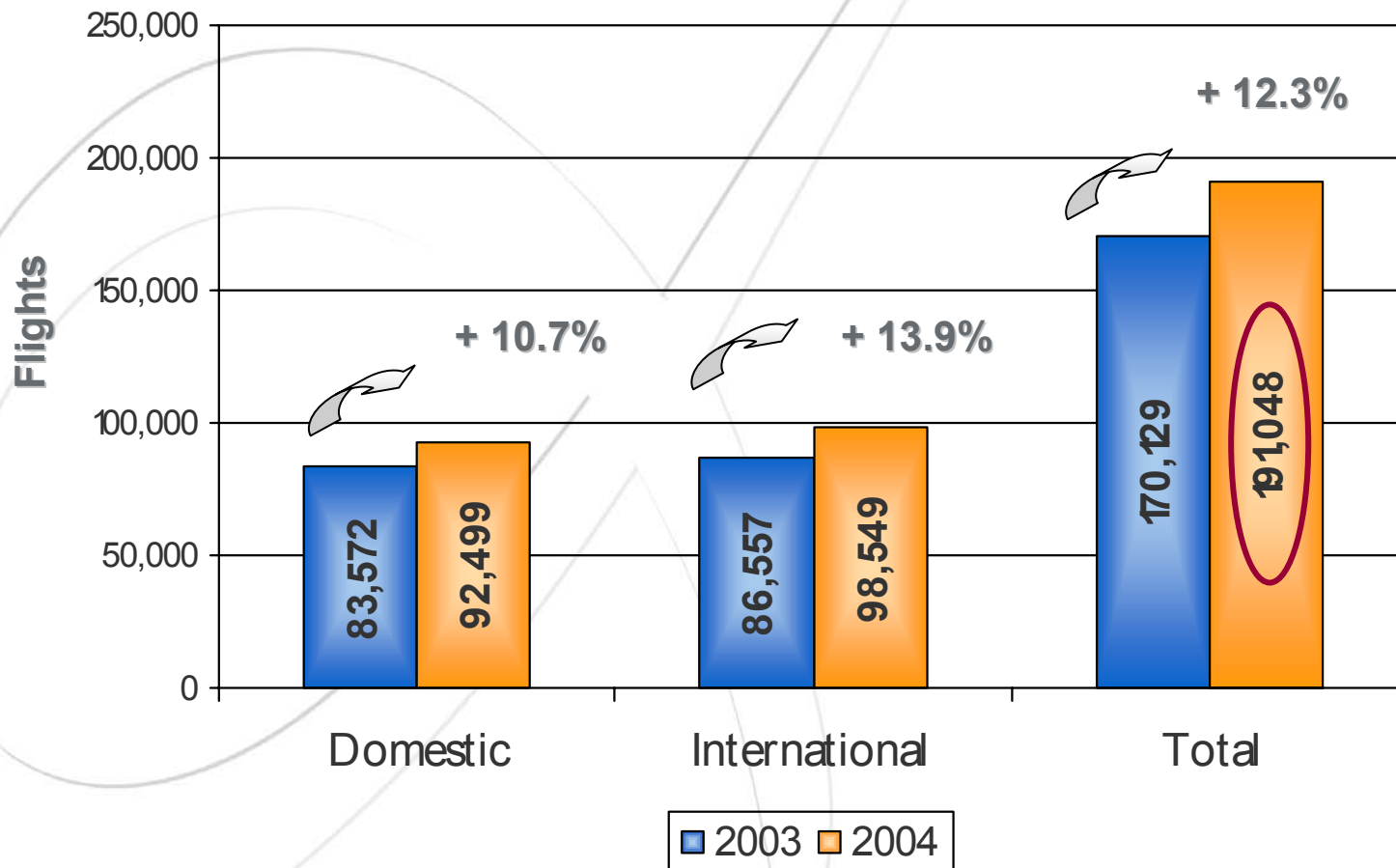
- ✓ **2004:** a year of records
- ✓ **Passengers' Travelling Patterns**
- ✓ **What will the future bring?**

# Key Market Developments & Prospects

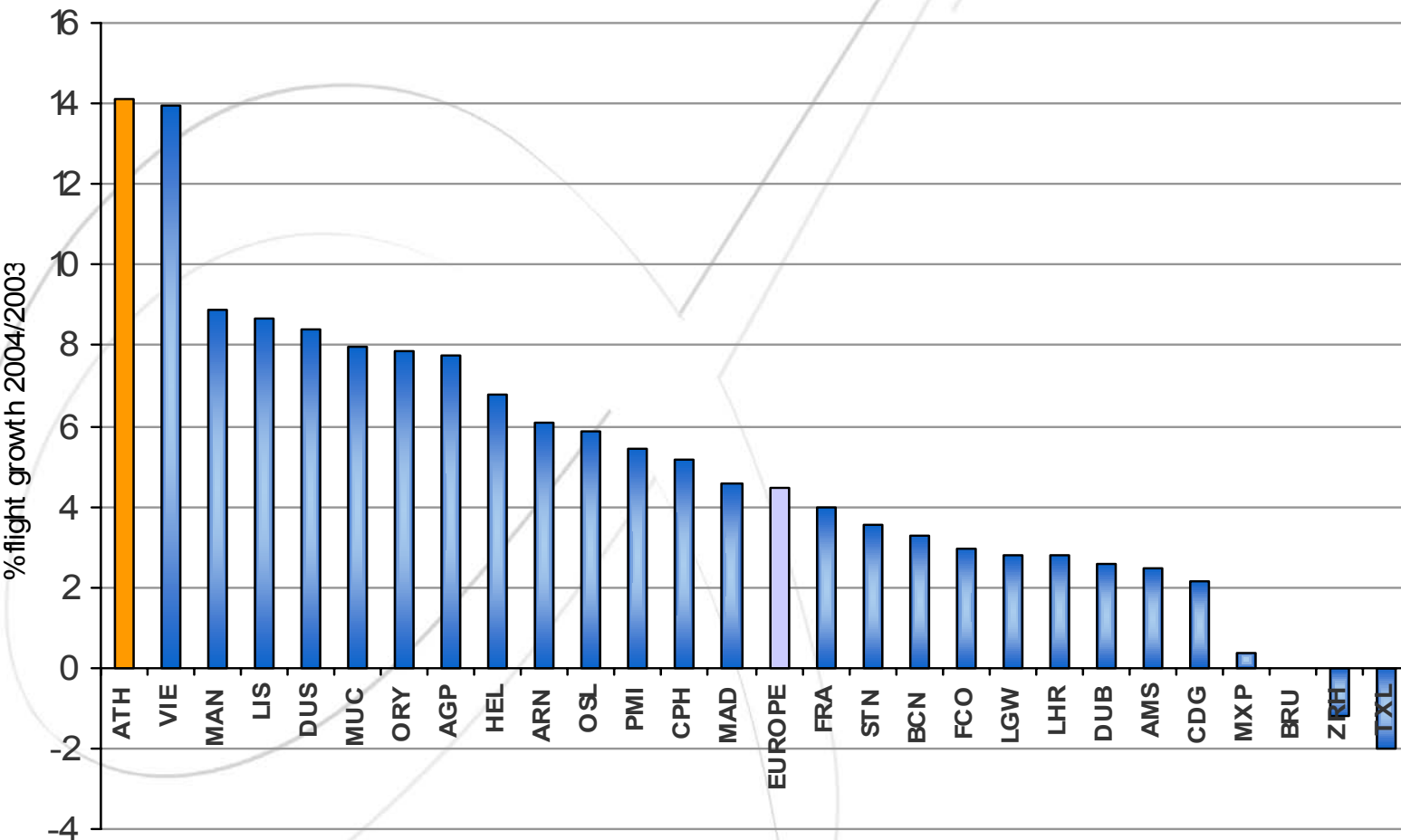


**2004: a year of records**

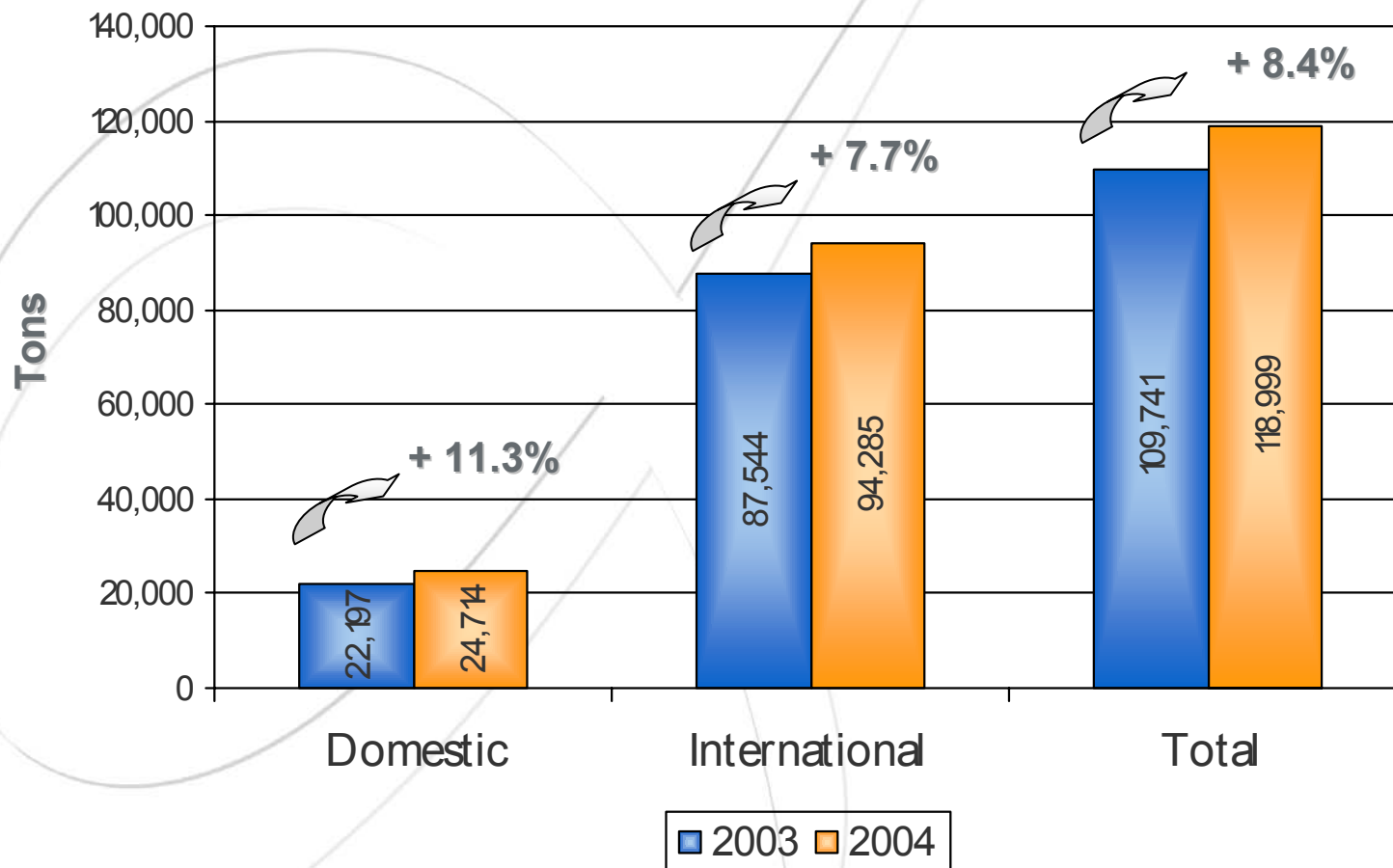
# Highest number of aircraft movements ever



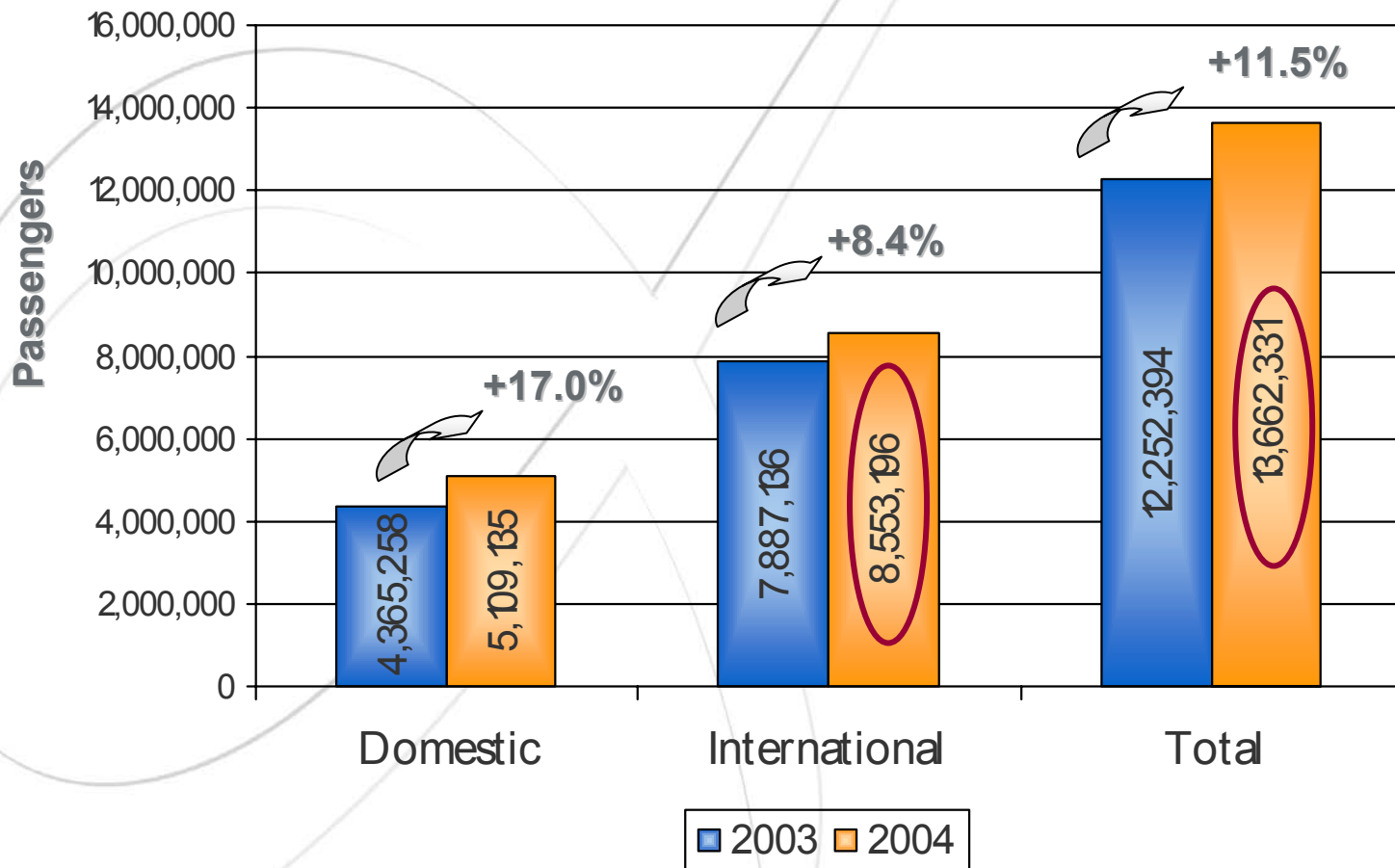
# Athens is the fastest growing major airport in Europe



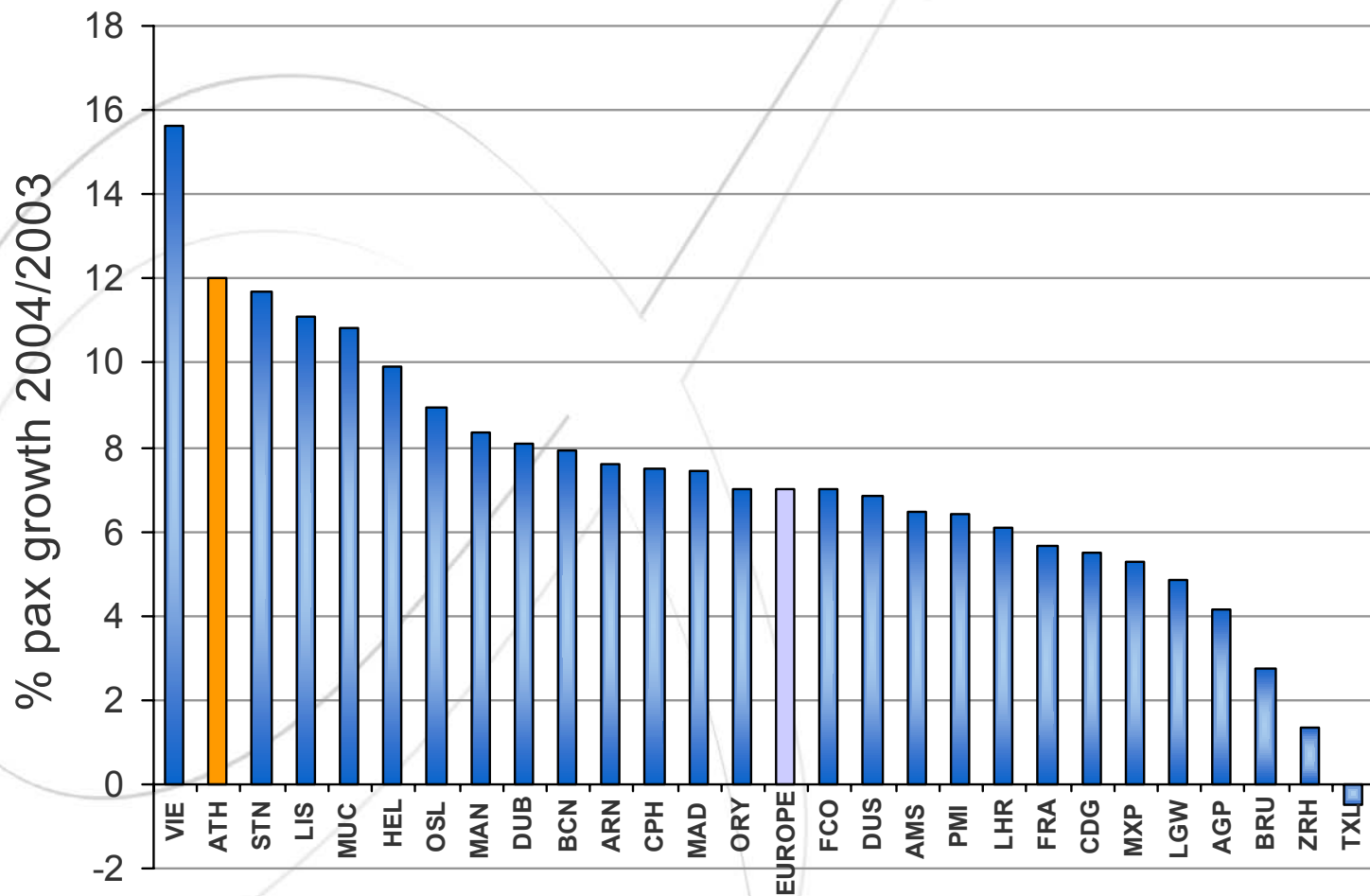
# Strong increase in uplifted cargo volumes



# Record levels on international and total passengers

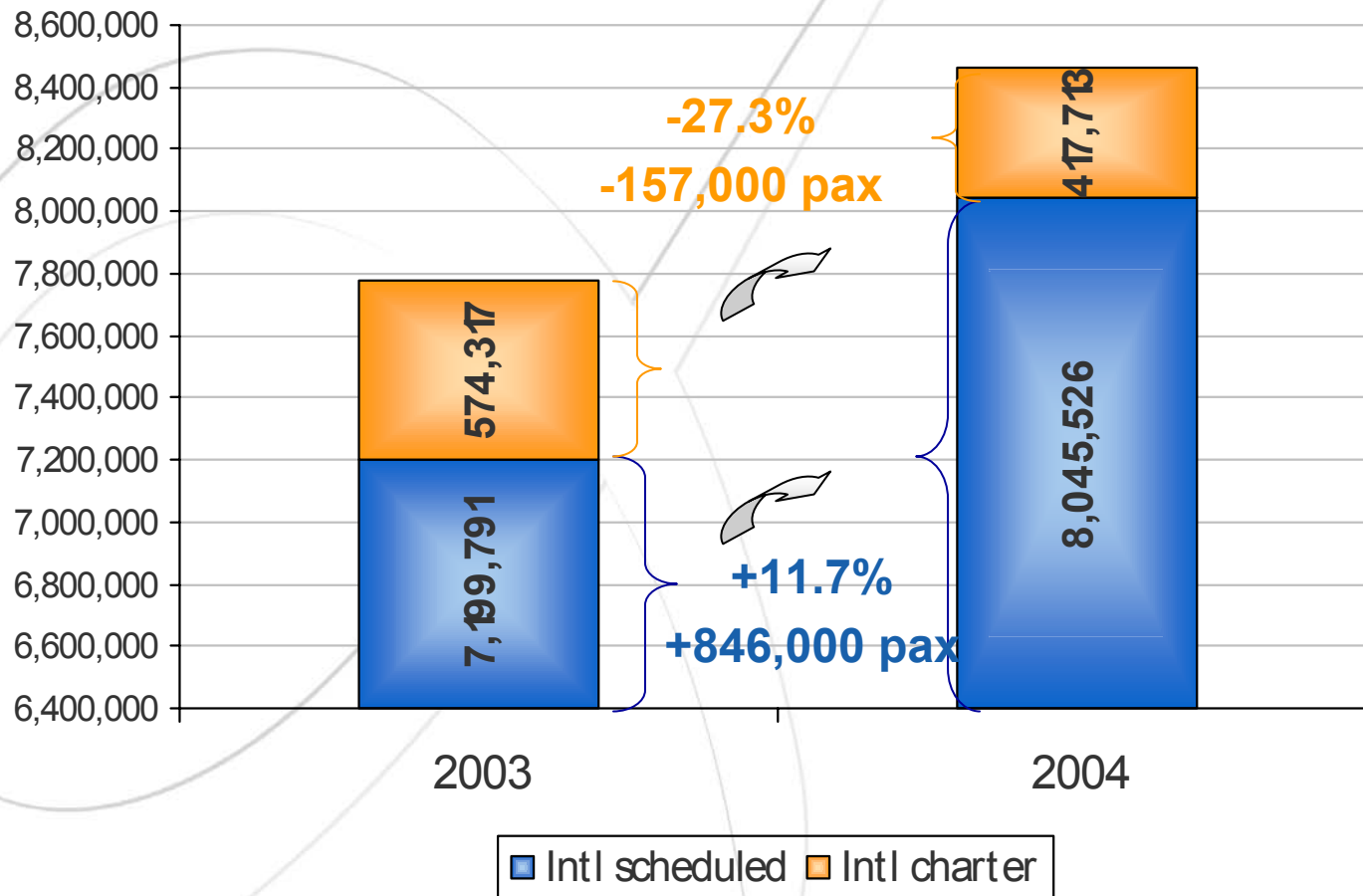


# Athens is the 2<sup>nd</sup> fastest growing major airport in Europe





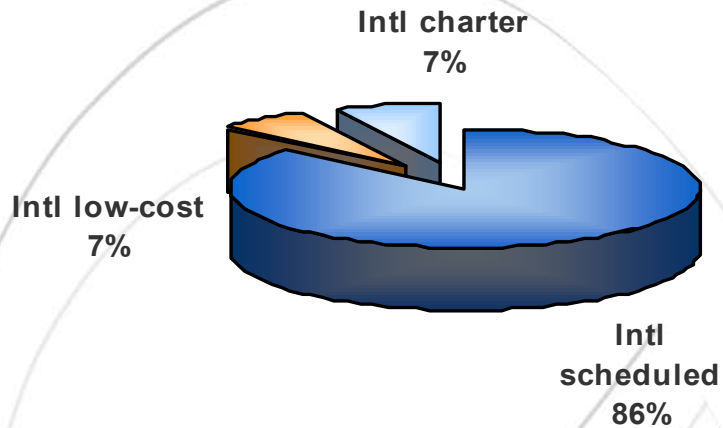
# Scheduled services counteracting charter decline



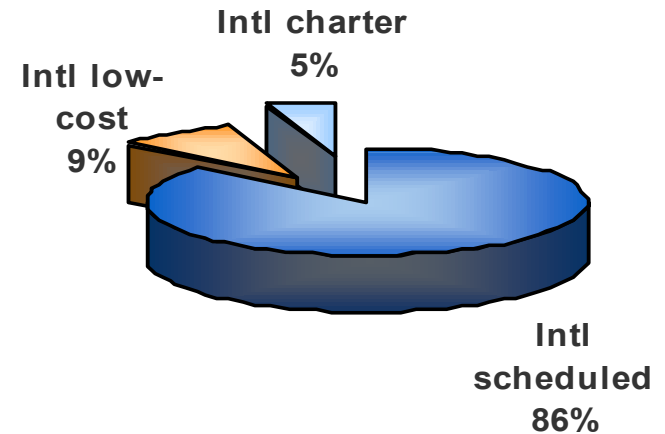
# With LCCs increasing by 34% their market share



**2003**

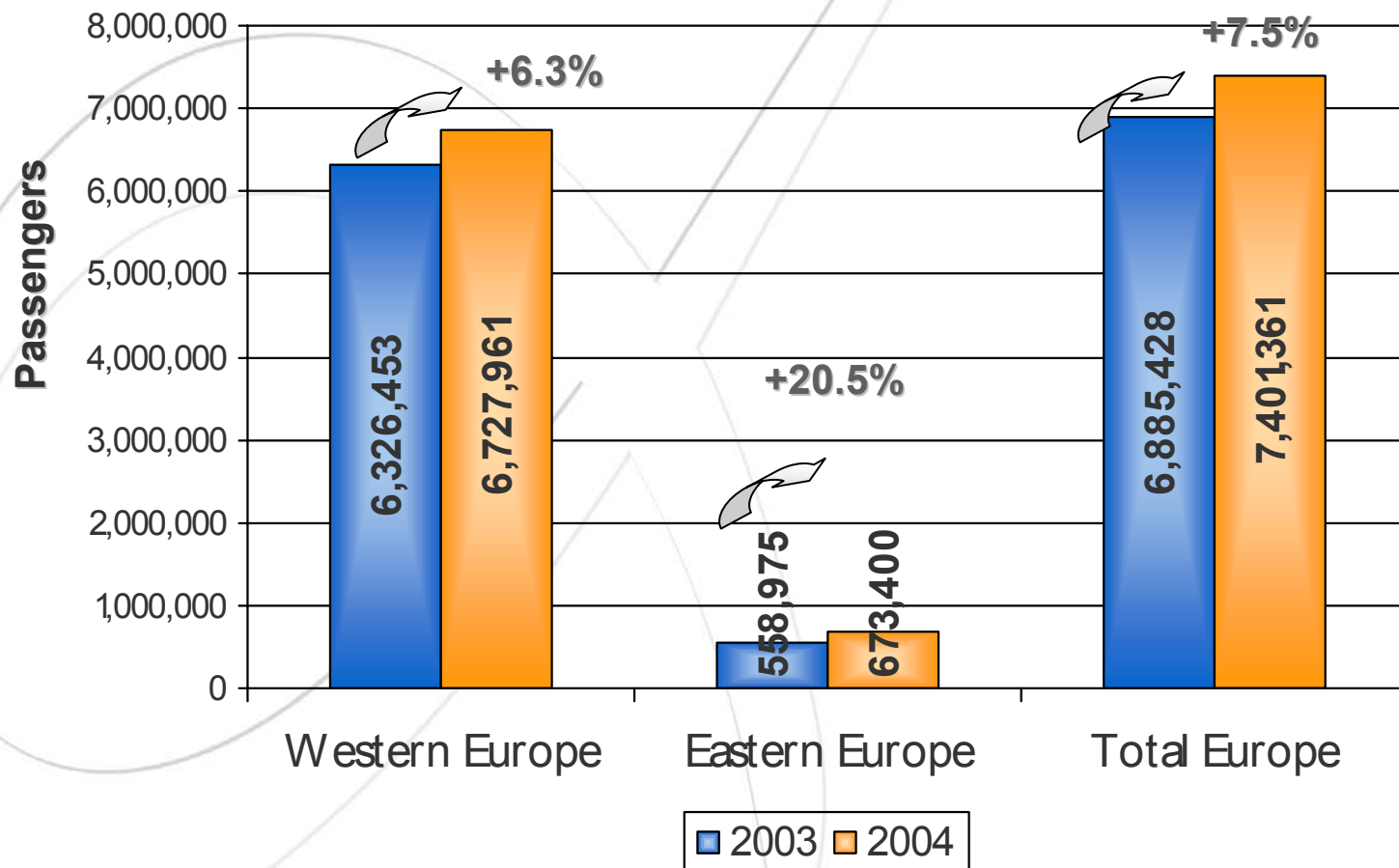


**2004**

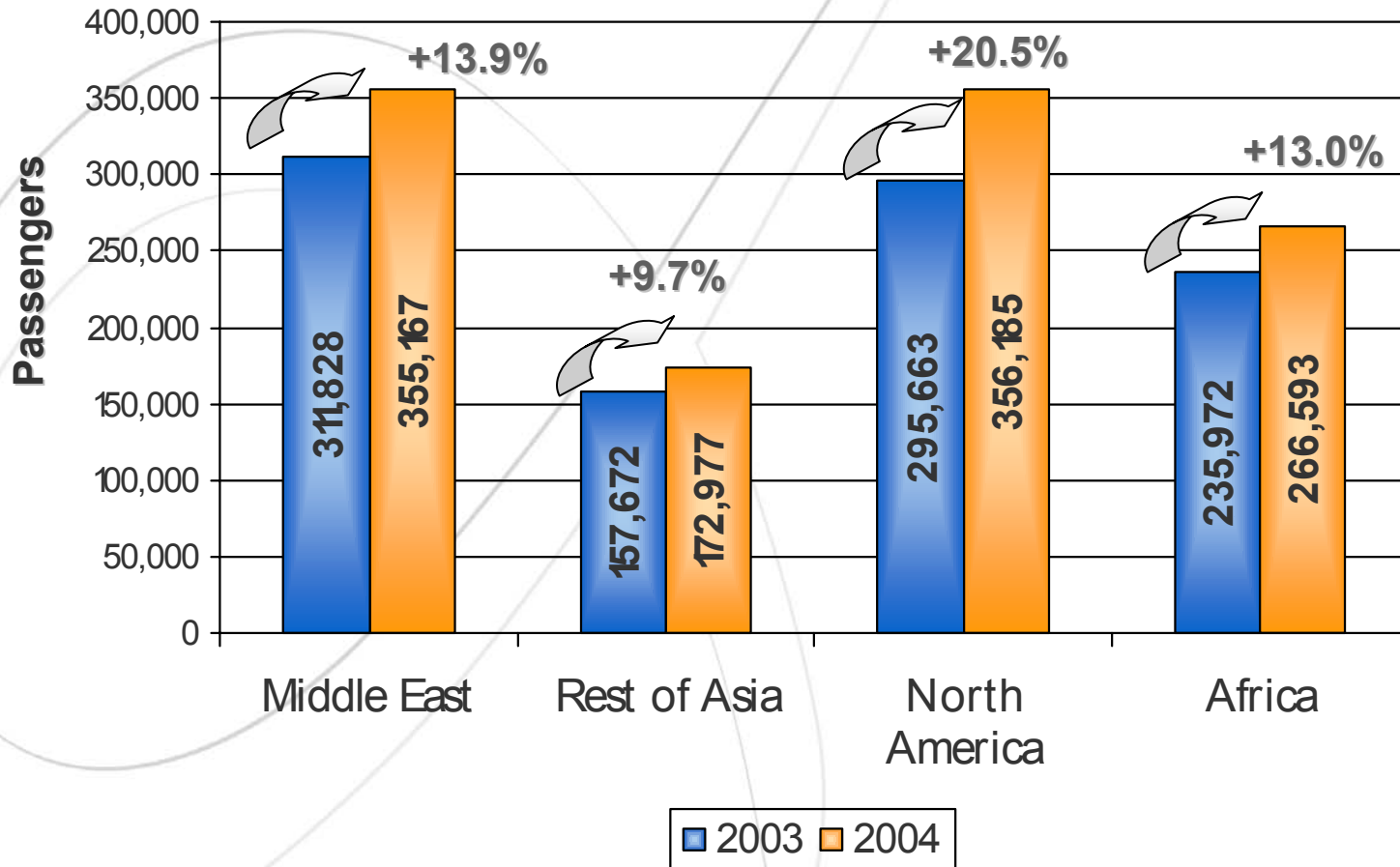


■ Intl scheduled   ■ Intl low-cost   ■ Intl charter

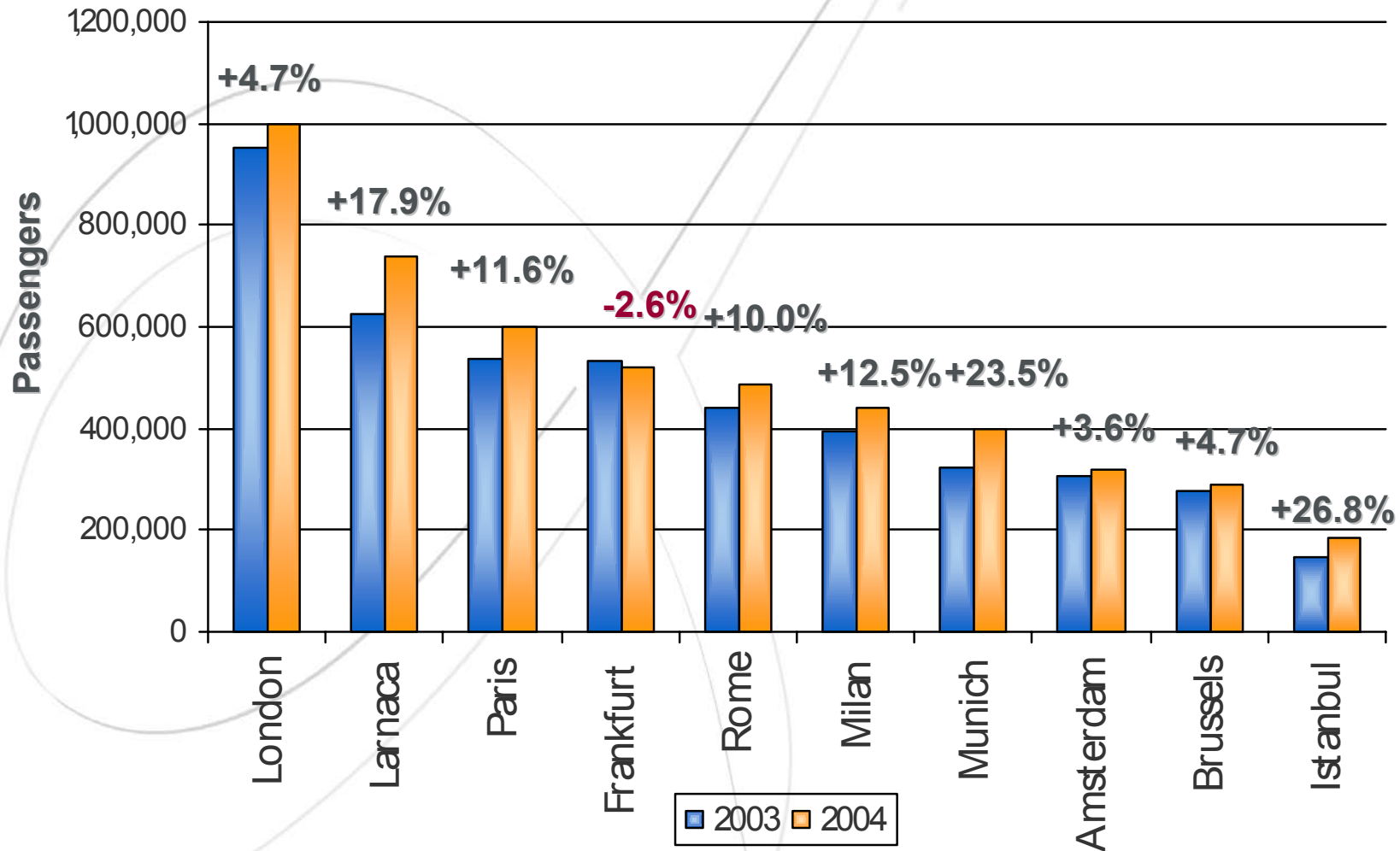
# Sharp improvement for Eastern Europe



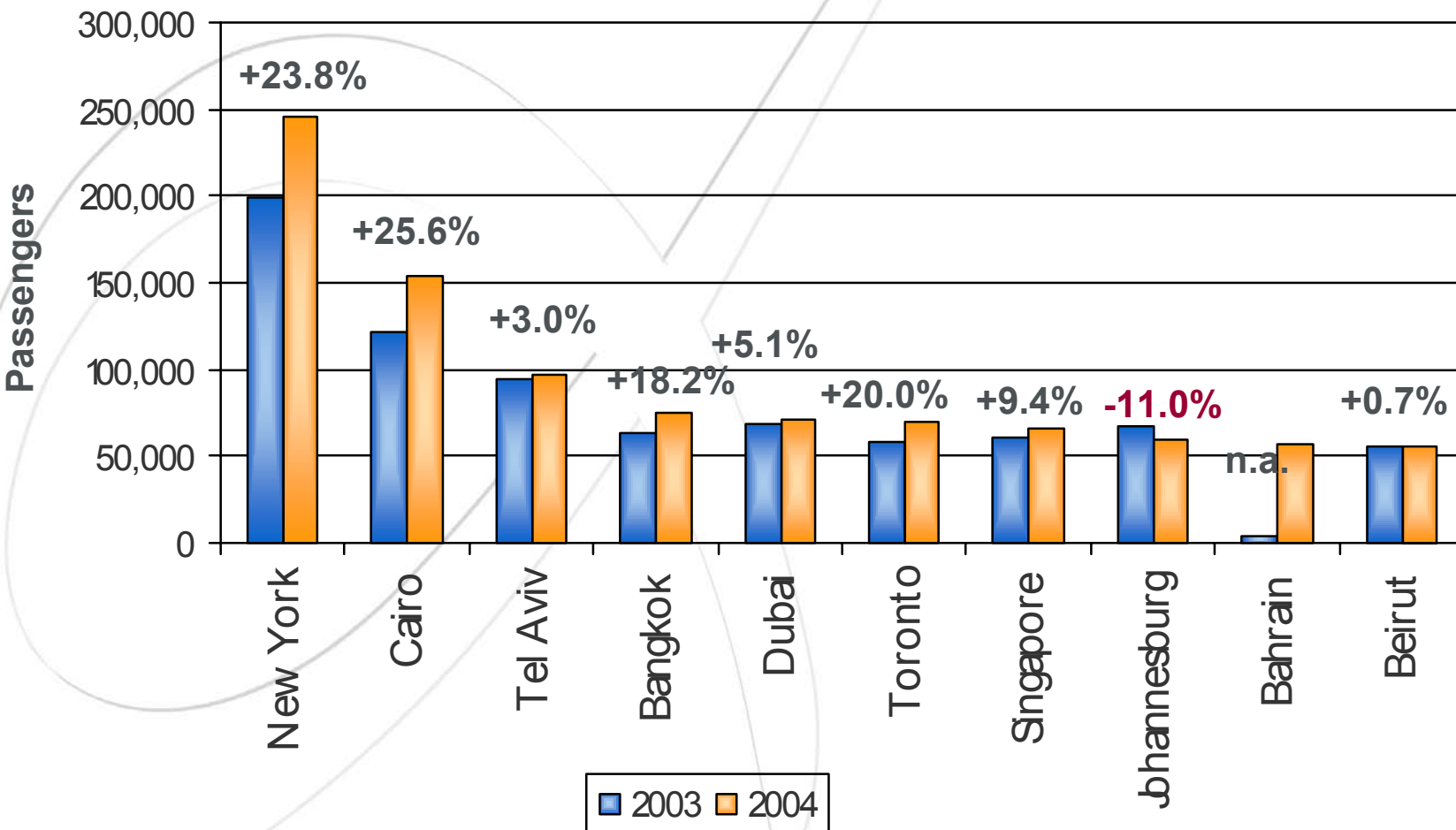
# Strong increase for all regions



# IST, LCA & MUC enjoyed outstanding capacity growth

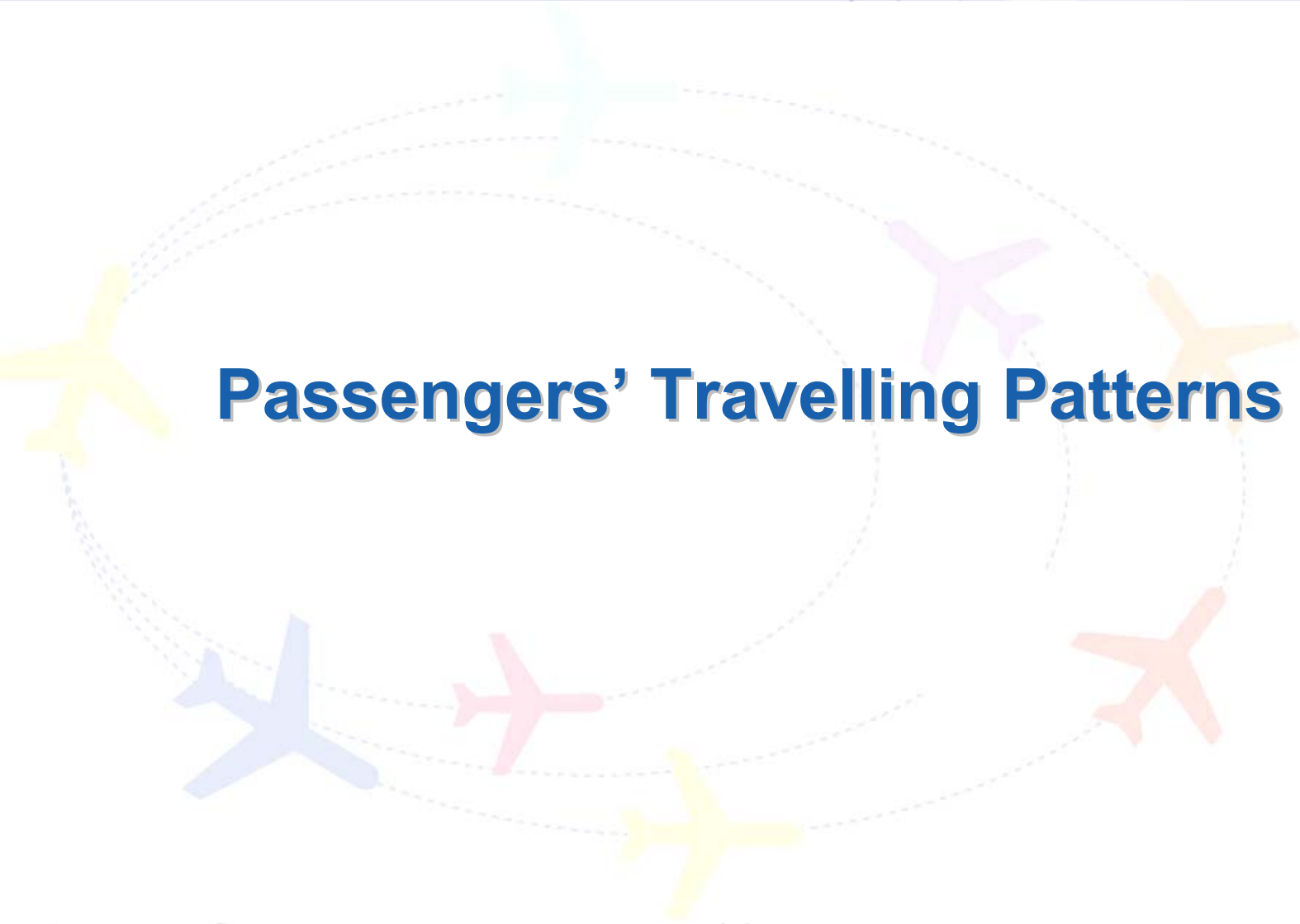



# New York and Cairo on top and growing

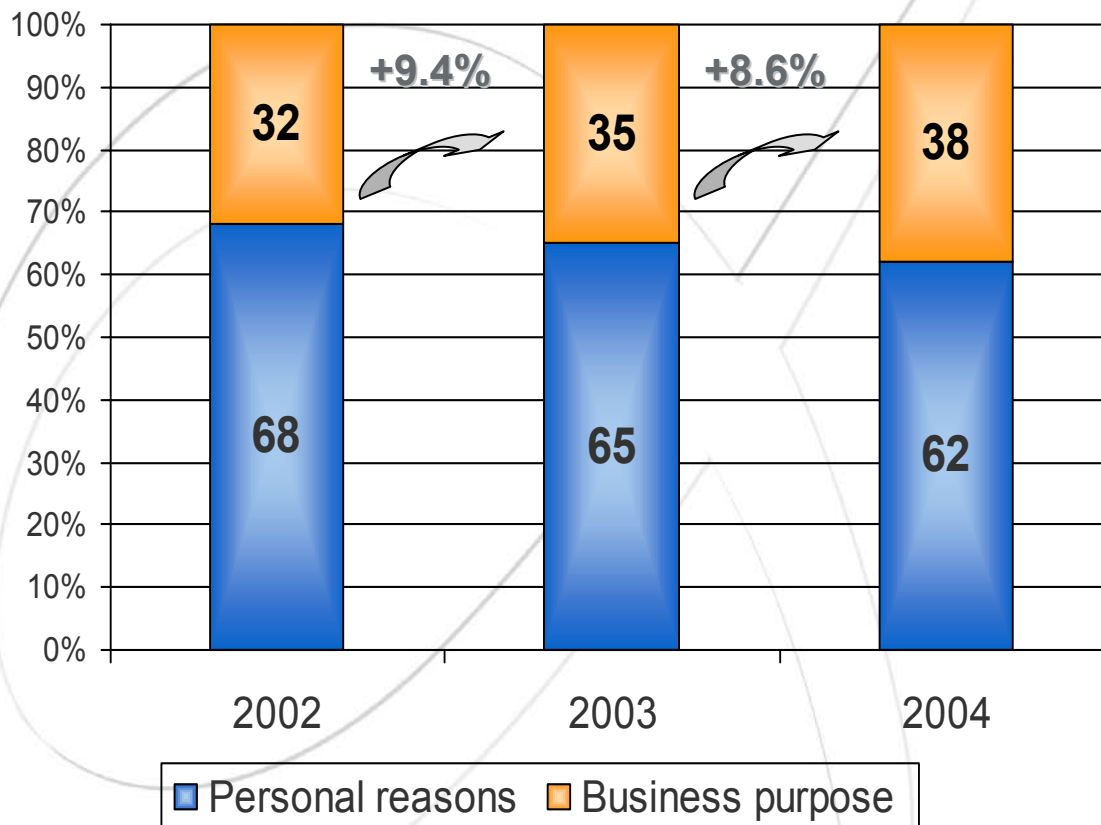




## Passengers' Travelling Patterns



# Continuous increase of business travellers

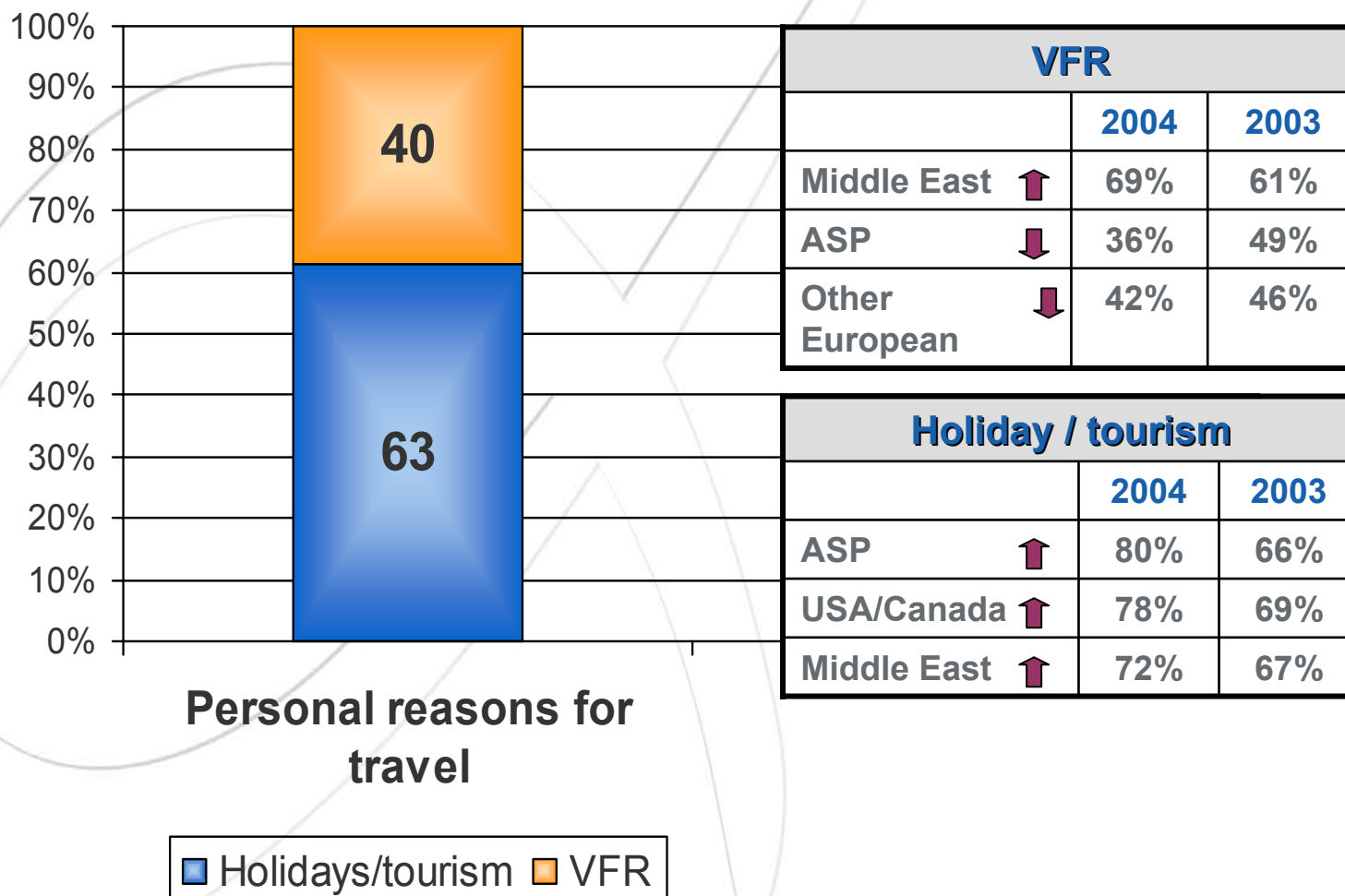


## Business pax travelling to...

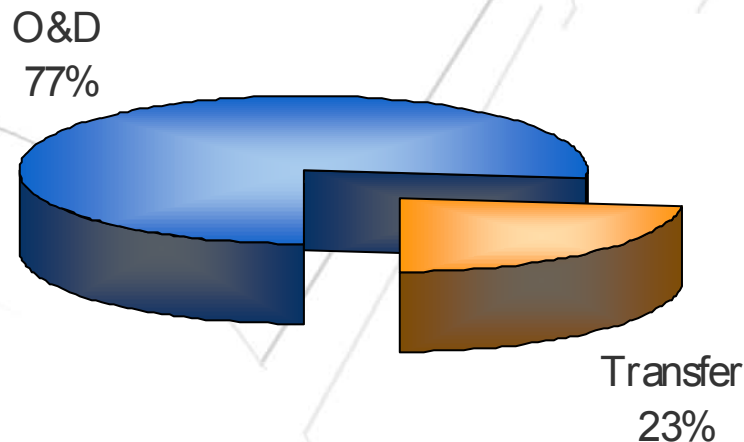
	2004	2003
Greece ↑	37%	31%
USA/Canada ↑	28%	22%
Middle East ↑	57%	53%
ASP ↓	29%	38%



# Holidaymakers hold their market share

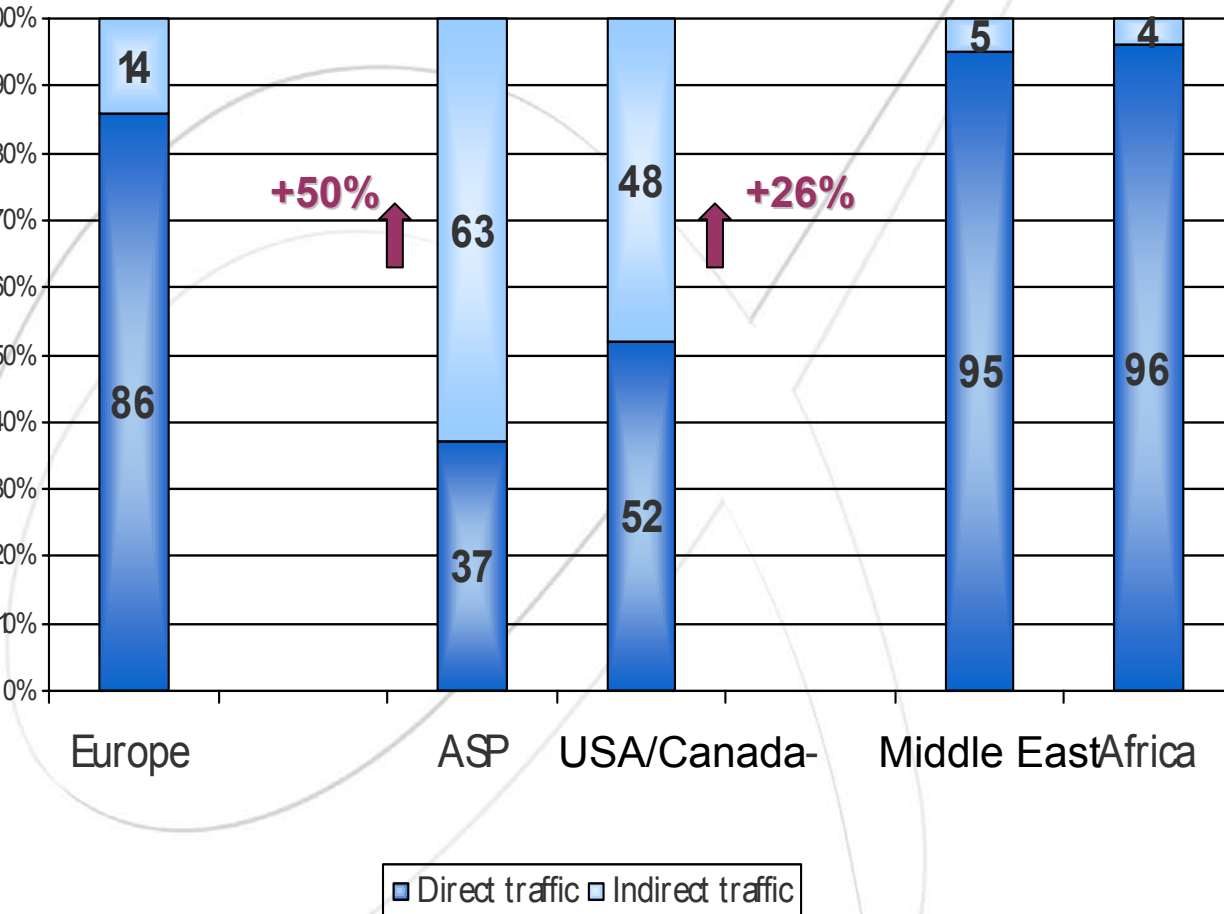


# Connecting passengers steadily above 20%



Movement of transfer passengers		
	2004	2003
Domestic to International	49% ↑	42%
International to Domestic	28%	28%
Domestic to Domestic	14% ↓	17%
International to International	9% ↓	13%

# 17% of passengers reached their destination indirectly



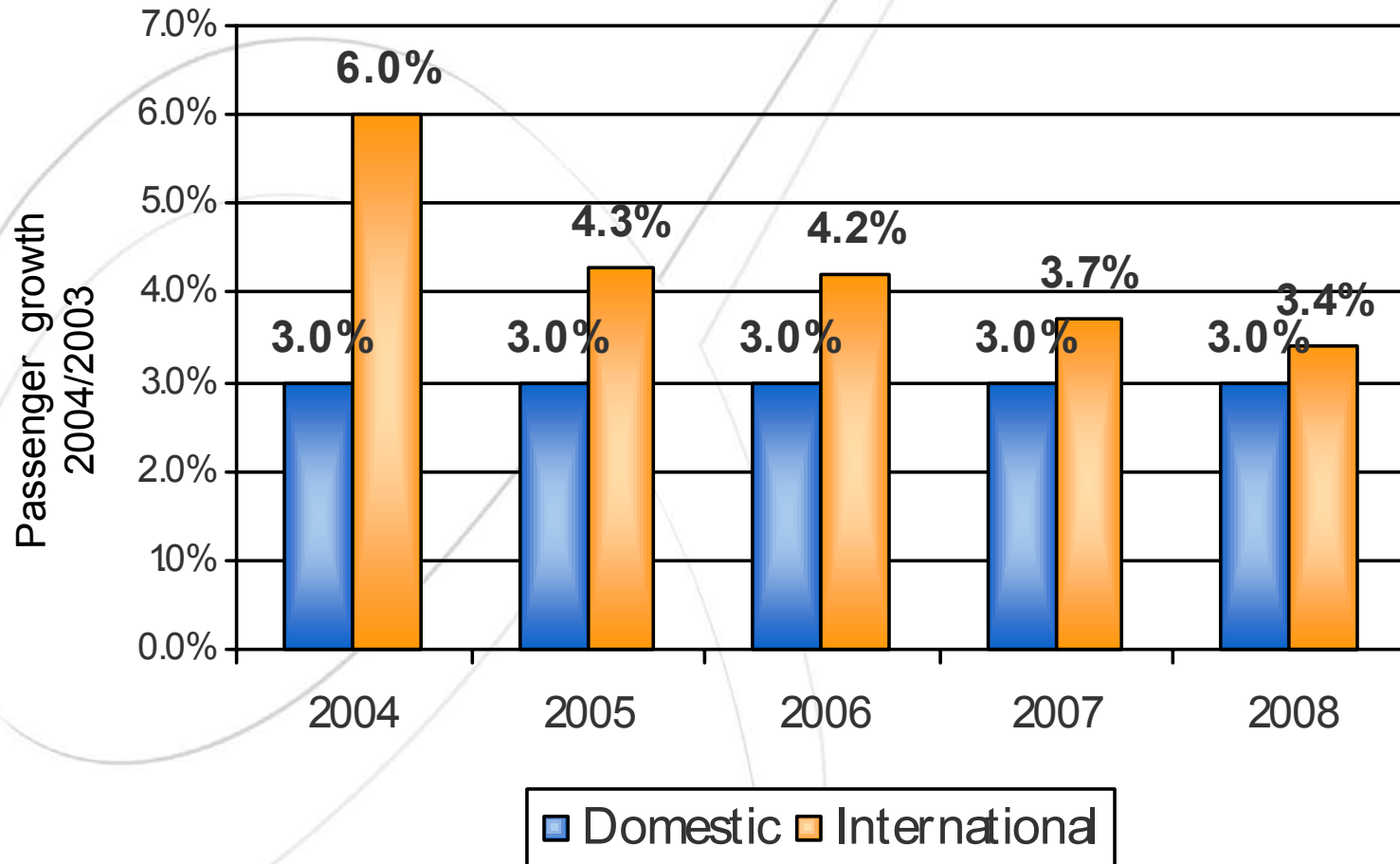
## Main indirect destinations 2004

Lisbon
Sydney
Chicago
New York
Oslo
Boston
Tokyo
Montreal
London
Helsinki
Dublin



**What will the future bring?**

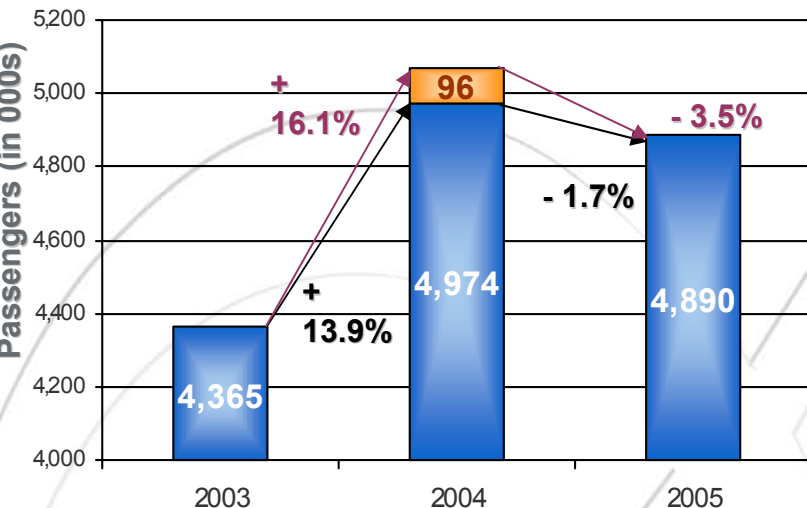
# 4.3% AAGR for international scheduled passengers 2004-2008 in Greece



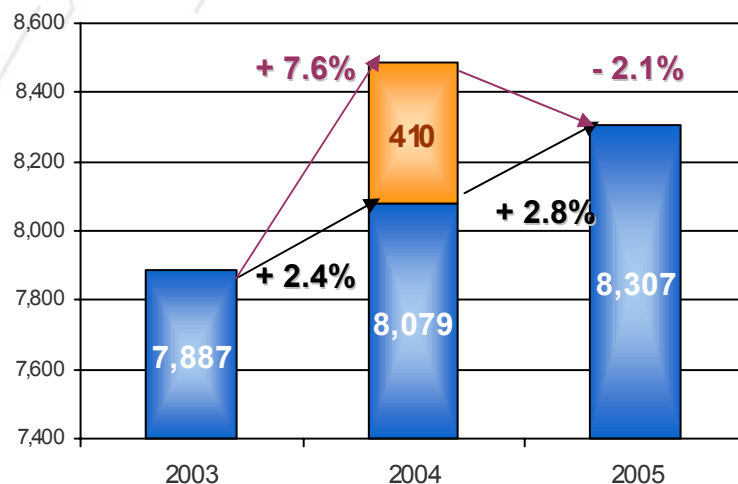
# AIA projects 2005 as a year of rationalisation



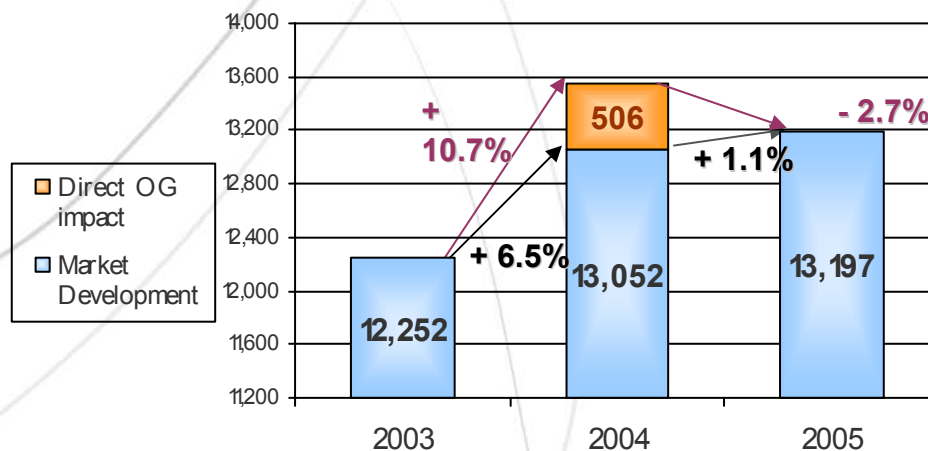
## Domestic Market



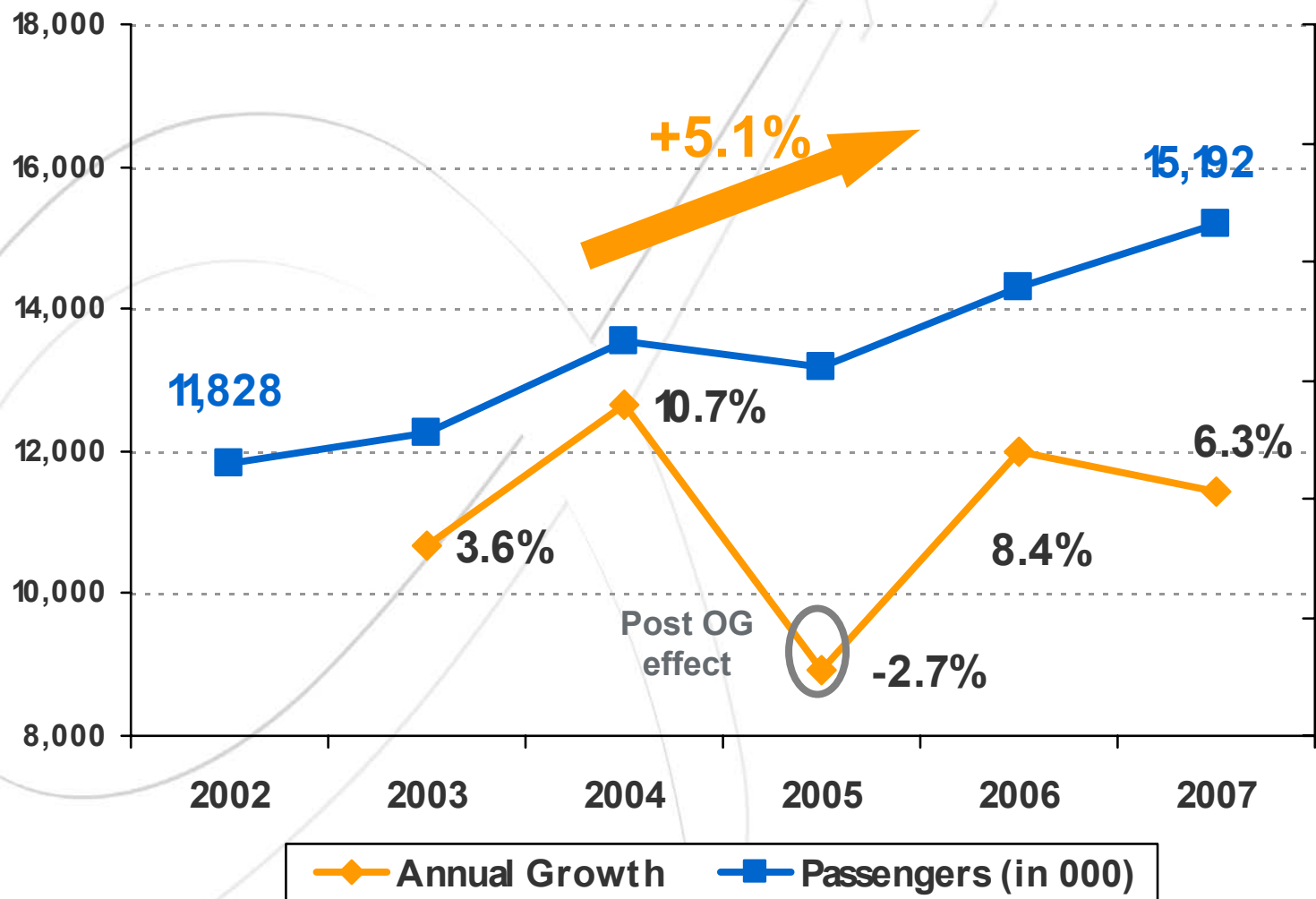
## International Market



## Total Passenger traffic



...predicting an AAGR of 5.1% for 2002-2007



# Strong airport growth is expected



## relying on...

- ✓ **AIA's infrastructure & capacity**
- ✓ **Successful implementation of AIA's aeronautical strategy**
- ✓ **High level of services offered by the airport community**
- ✓ **Development plans of airlines**
- ✓ **Positive impact of the Olympic Games on tourism development**